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CHELSEA CENTER
FOR RECYCLING AND
ECONOMIC DEVELOPMENT

April 1997



MASSACHUSETTS
GUIDE TO
SERVICES FOR
THE RECYCLING
INDUSTRY

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**MASSACHUSETTS GUIDE TO SERVICES FOR THE RECYCLING
INDUSTRY**

COMPILED BY

THE CHELSEA CENTER FOR RECYCLING AND ECONOMIC DEVELOPMENT

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BUREAU OF WASTE PREVENTION

PRINTED ON RECYCLED PAPER

INTRODUCTION

The Importance of the Recycling Industry in Massachusetts

According to the Massachusetts Office of Business Development, Envirotechnology is one of the fastest growing sectors in the Massachusetts economy, with 1500 companies employing 55,000 people, and industry sales exceeding \$6 billion. The recycling industry is an important component of this growing sector.

The recycling industry in Massachusetts comprises over 800 businesses, more than 100 of which manufacture new products that incorporate scrap materials in whole or in part. These manufacturers alone employ close to 12,000 people. Using a multiplier suggested by the Economic Policy Institute, these nearly 12,000 manufacturing jobs add an additional 50,000 jobs to the economy.

In 1995, Massachusetts' residents and businesses generated over 7 million tons of municipal solid waste. Thirty-one percent, or slightly over 2 million tons of materials, was recycled. The State has an ambitious goal of recycling 46 % of its municipal solid waste by the year 2000, diverting 3 million tons of materials annually from disposal facilities and incinerators.

Massachusetts, along with other states, created its recycling goals because recycling reduces the pressure on disposal facilities; reduces the need to harvest virgin materials; and saves energy, water, and natural resources, as well as reduces pollution in certain manufacturing processes. Using recyclables can help reduce disposal costs for the generator, support local recycling programs, and reduce transportation costs for the end user. In addition, recycling provides opportunities to strengthen the economy by providing jobs in the collection, processing, and manufacturing of new products from locally "mined" materials. Given the State's recycling goals, tremendous opportunity exists to use even more of these materials to support the economy and the environment.

Why This Guide?

The purpose of this guide is to inform technical, financial, and economic development service providers, and those seeking assistance from them, about the resources available in Massachusetts to new and expanding businesses working on all aspects of recycling, particularly manufacturing. This assistance may include business plan review, financing, referrals to additional sources of information, technical assistance in identifying and maximizing the use of recycled feedstock, materials sourcing, identifying and obtaining required permits, tax credit opportunities, setting up recycling programs, etc. The idea for this guide came from a group of service providers attending a Recycling Technology Assistance Partnership workshop sponsored by the Chelsea Center for Recycling and Economic Development.

Who is Included?

The organizations listed in this guide represent, for the most part, state agencies and not-for-profit entities that cover a large region of, if not the entire, state and that provide a range of technical and business services to new or expanding companies. Those included are only the tip of the iceberg of available resources. In addition to those listed here, other resources include:

- local recycling officials: for assistance with sources of feedstock
- local economic development officials: for assistance with site location and information about local business incentives, such as those provided in Economic Target Areas;
- utility companies: for assistance in site location and information about energy costs;
- banks: for loans and financing;
- community colleges and universities: for research assistance and interns; and
- consulting firms and other private entities: for a range of legal, business, and technical services.

There are also numerous trade associations that deal with specific types of recyclable materials, such as organics, metals, paper, textiles, glass, plastics, etc. Some of them are listed in this guide. These trade associations can be helpful in providing technical information about their material of expertise, and may also be helpful in such ways as finding sources of scrap material or equipment, marketing finished products, and finding sources of financing.

Inclusion in this Guide does not imply endorsement by the Chelsea Center. All information listed with each agency was provided by that agency; the Chelsea Center is not responsible for their claims. Please note that information provided by those listed in this directory might change over time. Always talk to an agency to clarify their services and prerequisites for assistance. Please let the Chelsea Center know of any changes or additional service providers not listed, or any ways to make this Guide more useful in the future.

Massachusetts Tax Incentives

In addition to the services listed, Massachusetts also has a number of tax credits available to businesses:

- **Investment Tax Credit:** Massachusetts gives businesses a 3% Investment Tax Credit against the corporate excise tax for the construction of manufacturing facilities. The credit also applies to the purchase or lease of equipment. It is available to companies involved in manufacturing, research and development, agriculture, or commercial fishing.
- **Research & Development Tax Credit:** Permanent 10% and 15% R&D tax credits with a fifteen-year or indefinite carry-forward provision for companies investing in research and development. This constitutes the highest R&D tax credit in the nation.
- **Economic Opportunity Areas:** Qualified businesses operating within areas designated as Economic Opportunity Areas are eligible for a 5% Investment Tax Credit; a 10% Abandoned Building Tax Deduction (at least 75% vacant for at least 24 months); local property tax benefits; and priority status for state capital funding.

Contact the Massachusetts Office of Business Development for more information.

Terms Used in this Guide

Most of the terms used in the listings should be fairly self explanatory. However, here are a few clarifications:

requirements: what agencies require from businesses who are seeking their assistance

assistance: services the agency provides

restrictions: restrictions on who the agency works with

length: length of time the agency typically works with a client

success measured: how the agency organization measures its success

other resources: other agencies/organizations/resources the agency works with on a regular basis

comments: how the agency can support manufacturers who use recyclables, and/or other points not covered in the previous information

About the Chelsea Center

The Chelsea Center for Recycling and Economic Development was created by the Commonwealth in 1995 to link recycling and economic development by providing technical and businesses assistance to Massachusetts manufacturers interested in using scrap materials as feedstock. It is affiliated with the University of Massachusetts at Lowell, and funded by the State's Strategic Envirotechnology Partnership (STEP).

SUMMARY OF MAJOR SERVICES BY AGENCY

Agency Name	grants/loans/ venture capital	technical assistance/ research	product procurement	site finding	materials sourcing	business plan review	education and training	export help	minority assistance	page #
Advanced Technology Center		x				x	x			5
Boston Empowerment Center	x					x	x	x		6
Center for Advanced Materials		x					x			7
Center for Ecological Technology (CET)		x	x		x		x			8
Center for Environment, Engineering, Science, & Technology (CEEST)		x				x				9
Center for Industrial Competitiveness		x					x			10
Center for Technology Commercialization		x				x				11
Chelsea Center for Recycling and Economic Development		x		x	x	x	x			12
Community Economic Development Assistance Corporation	x			x						13
Department of Textile Sciences		x								14
Energy Analysis and Diagnostic Center		x								15
Environmental Business and Technology Center		x				x		x		16
Environmental Business Council							x			17
FACE					x		x			18
Mass. Alliance for Economic Development				x						19
Mass. Business Development Corporation (MassBusiness)	x									20
Mass. Community Development Finance Corporation	x								x	21
Mass. Department of Environmental Protection	x	x	x		x					22
Mass. Development Finance Agency (MassDevelopment)	x					x		x		23
Mass. Manufacturing Partnership		x					x			24
Mass. Office of Business Development				x		x	x			25
Mass. Office of International Trade and Investment							x	x		26
Mass. Small Business Development Center		x				x	x	x	x	27
Mass. Technology Development Corp.	x					x				28
MassRecycle, Inc.					x		x			29
Minority Business Assistance Center			x				x		x	30
National Environmental Technology for Waste Prevention Institute (NETI)		x								31
Northeast Recycling Council	x						x			32

SUMMARY OF MAJOR SERVICES BY AGENCY

[illegible]

Advanced Technology Center (ATC)

UMass Dartmouth

285 Old Westport Road

North Dartmouth, MA 02747

Phone: 508-999-9121

Fax: 508-999-9120

E-Mail: dmurphy@umassd.edu

Web Site:

Contact: Dr. Daniel Murphy, Director

Agency Summary: The ATC acts as an interface with the resources of industry and the University to affect a combined effort in education, economic development, and the environment. The primary mission of the ATC is to contribute to the education of students. The vehicle of this is the Center's position as an enabling resource for both the University community and community interests at large. The ATC is committed to the support of local and regional industry in their effort to continue leading the world in technology development, quality of product, and competitiveness. The ATC also stands committed to the advancement of the rich educational tradition of excellence at UMass Dartmouth, with its faculty, staff, and student body. The most important assets that a university can lay claim to are its faculty and students, their expertise, insight, innovation, curiosity, integrity, and commitment. The UMass Dartmouth Advanced Technology Center boasts a recognized, experienced and committed campus community to work towards the advancement of regional issues. By combining our efforts in cooperative research and development agreements, facilities, equipment, and personnel assets, the faculty and students of UMass Dartmouth are able to make concrete contributions in venues not previously open and help advance economic development in the region. Funding comes from the state legislature, and through research contracts.

Services Provided To: Any business that needs assistance and demonstrates a commitment: start-ups, expansions, manufacturers, environmental businesses, etc.

Requirements: A project plan is helpful.

Assistance: Through its laboratories, technicians and linking to all University groups, ATC brings student and faculty talents to assist in business training, business plan review, technical and waste management assessments, assistance and referrals, education and training, technology validation, product claim testing, financial referrals, recycling program assistance, research and development, and equipment evaluation and testing.

Restrictions:

Fee: In-kind industrial commitment is usually required; fees depend on the project and the economic strength of the industry.

Length of Service: Varies-- can last over one year.

Success Measured: Jobs created, new technology or process developed, number of deals made, number of clients served, recognition of the contribution made to the industry by the industry.

Other Resources: State environmental and economic development agencies, university researchers.

Comments: ATC can promote manufacturer's use of scrap materials by researching secondary materials applications, educating businesses on the use of recycled feedstock, identifying potential generators/users of scrap material, testing of product claims, product marketing, and financing referrals.

Boston Empowerment Center

*20 Hampden St
Boston, MA 02119*

Phone: 617-445-3413

Fax: 617-445-5675

E-Mail:

Web Site:

Contact: Mr. Mark Stevens, Program Manager

Agency Summary: A government agency run in partnership with the Small Business Administration's One Stop Capitol Shop and other agencies. The primary missions are economic development, job creation and retention, and increasing the competitiveness of businesses. Funding comes from the federal government and the City of Boston.

Services Provided To: Start-ups and expansions.

Requirements: Business plan.

Assistance: Technical and financial referrals, business plan review, micro loans up to \$25,000 (through Jewish Vocational Service), loans over \$250,000 (through Empowerment Zone), business training, other business counseling and education. Clients have unlimited use of SBA's computers and research library.

Restrictions: The target population is within Boston's Enhanced Enterprise Community ("Empowerment Zone"), but people and businesses from throughout New England are also helped.

Fee: Free.

Length of Service: Varies, clients have no restrictions on use of computer and research library facilities.

Success Measured: Jobs retained and created, number of clients served, number and amount of deals made.

Other Resources: Private consultants, banks.

Comments:

Center for Advanced Materials

UMass Lowell Dept. of Chemistry
One University Ave.
Lowell, MA 01854

Phone: 508-934-3835 **Fax:** 508-934-9571
E-Mail: sandmand@woods.uml.edu
Web Site:
Contact: Prof. Daniel J. Sandman, Associate Director

Agency Summary: The Center for Advanced Materials brings together scientists, engineers, and students from chemistry, physics, and engineering to carry out advanced research and training. The focus of the Center is the design, synthesis, characterization, and processing of advanced materials in the areas of polymers, ceramics, biomaterials, and composites. The Center has major instrumentation in the areas of microscopy, spectroscopy (including NMR), diffraction, and surface analysis. Funding comes from the federal government, university, and private sources.

Services Provided To: Start-ups, manufacturers.

Requirements: Product sample, financial statements.

Assistance: The Center for Advanced Materials provides technical assessments, education and training, technology validation, product claim testing, manufacturing process assessment, and research and development.

Restrictions:

Fee: A fee will be negotiated to cover the Center's costs for a collaborative research/development project.

Length of Service: Varies a lot.

Success Measured: Dollars leveraged, clients served, publications, patents, reports.

Other Resources: University research facilities.

Comments: The Center can promote manufacturer's use of scrap materials by researching secondary materials applications and testing product claims.

Center for Ecological Technology, Inc (CET)

*112 Elm St.
Pittsfield, MA 01201*

Phone: 413-445-4556

Fax: 413-443-8123

E-Mail: cetldas@aol.com

Web Site:

Contact: Ms. Laura Dubester, Director

Agency Summary: CET is a not-for-profit organization active in the fields of energy and resource conservation, solid waste management, sustainable development, and indoor air quality. Founded in 1976, CET's goal is to "develop, demonstrate and promote those technologies with the least disruptive impact on the natural ecology of the Earth." CET is funded through a combination of public and private grants, contracts and donations, as well as fee-for-service activities.

Services Provided To: Businesses, individuals and communities: generators of recyclables, recycling related businesses, environmental businesses, etc.

Requirements: No formal requirements.

Assistance: CET provides information and referrals, education, technical assistance, waste management assessments, and program services.

Restrictions: None.

Fee: Fees may be charged where funding does not cover service.

Length of Service: Varies.

Success Measured: Varies by contract and/or funding source-- generally recycling program set up, tons of material diverted, client's business is more competitive, number of clients served.

Other Resources: Private consultants, state environmental and regulatory agencies, university research facilities.

Comments: CET can promote manufacturer's use of scrap materials by identifying businesses to refer to appropriate agencies, educating businesses on the use of recycled feedstock, identifying scrap materials to use as feedstocks, identifying potential generators, and promoting recycled product procurement through the Massachusetts and National Buy Recycled Business Alliances.

Center for Environmental Engineering, Science & Technology

UMass Lowell College of Engineering
One University Ave
Lowell, MA 01854

Phone: 508-934-2285

Fax: 508-934-3092

E-Mail:

Web Site:

Contact: Dr. Hilary Inyang, Director

Agency Summary: CEEST is a research/technology transfer institute within the University of Massachusetts. It conducts sponsored research for government agencies and private companies, and serves as a clearinghouse for technical information on waste utilization, waste site cleanups, solid waste disposal technology (including landfills), air pollution and waste water treatment. CEEST operates five laboratories and its personnel are nationally recognized technical experts. They are currently researching the use of waste materials in construction. Funding comes from the federal government, other state agencies, and industry. CEEST research focuses on strength testing and mix design for plastics, metal contaminated soils, and glass as aggregates and for use in concrete and asphalt mixes.

Services Provided To: Start-ups, generators of recyclables, recycling related businesses, environmental businesses, manufacturers.

Requirements: Financial resources to collaboratively fund technology development tests.

Assistance: Waste management assessment, technical assistance and referrals, education and training, technology validation, product claim testing, recycling program assistance, research and development, equipment evaluation and testing, recycled content product optimization.

Restrictions:

Fee: Cost of services for product evaluation and analysis of technical issues

Length of Service: 6 mos to 1 year.

Success Measured: New technology/process developed, client's business is more competitive.

Other Resources: STEP program, government agencies and testing labs, university research facilities.

Comments: CEEST can promote manufacturer's use of scrap materials through research on secondary materials applications and testing of product claims.

Center for Industrial Competitiveness

***UMass Lowell
One University Ave.
Lowell, MA 01854***

Phone: 508-934-2720

Fax: 508-934-3021

E-Mail:

Web Site:

Contact: Dr. William Mass, Co-Director

Agency Summary: CIC is a research center at UMass Lowell which carries out strategic analysis of industrial sectors and the organizational sources of regional competitive advantage. CIC's primary missions are education, economic development, and to increase the competitiveness of businesses. Funding comes from the legislature; local, state and federal grants and contracts; and private foundations.

Services Provided To: Any company or organization.

Requirements:

Assistance: In addition to its research and analysis on industrial sectors, CIC provides education and training.

Restrictions:

Fee: Fee based on time needed to complete project.

Length of Service: Varies.

Success Measured: Client's business more competitive, organization can more effectively attain its own goals.

Other Resources: Thirty research centers within the University of Massachusetts at Lowell.

Comments: CIC can promote the use of scrap materials by manufacturers through identifying the competitive advantage of using scrap based materials.

Center for Technology Commercialization

***1400 Computer Drive
Westboro, MA 01581***

Phone: 508-870-0042

Fax: 508-366-0101

E-Mail:

Web Site:

Contact: Mr. Bill Gasco, CEO

Agency Summary: The Center for Technology Commercialization is a not-for-profit agency that provides technical assistance and referrals with the goals of increasing the competitiveness of businesses, creating jobs, and developing technology. Funding comes from federal sources.

Services Provided To:

Requirements: Can help start-ups, but prefer companies to have over \$5 million in sales, business plan, product sample.

Assistance: Information and referrals, business plan review, technology validation, technical assessment.

Restrictions:

Fee: Depending on need and ability to pay.

Length of Service: Varies.

Success Measured: By number of jobs created, number of clients served, dollars leveraged, and increased competitiveness of business.

Other Resources: University research facilities, government testing labs.

Comments:

Chelsea Center For Recycling and Economic Development

Phone: 617-887-2300

Fax: 617-887-0399

E-Mail:

180 Second Street

Web Site:

Chelsea, MA 02150

Contact: Ms. Amy Perlmutter, Executive Director

Agency Summary: The Chelsea Center was created by the state legislature in 1995 as part of the Strategic Envirotechnology Partnership to create jobs, support recycling efforts, and help the economy and the environment by working to increase the use of recyclable materials by manufacturers. The Center is part of the University of Massachusetts at Lowell, and is a charter member of the National Recycling Technology Assistance Partnership, ReTAP, which provides the Center with access to national recycling technical information and services. Funding comes from the state through the STEP Program and the Clean Environment Fund.

Services Provided To: Any manufacturer utilizing, or interested in utilizing, recyclables in Massachusetts.

Requirements: Existing technology, business plan preferred.

Assistance: Business and technical assistance, including: business plan review, referrals to appropriate sources of financing, notification of new product opportunities, industry research, product marketing, facility siting, intern placement, education and assistance in implementing best practices, identification and sourcing of recyclable feedstock, optimization of use of recyclable feedstocks, material formulation development, material characterization, technology validation, product prototyping and testing.

Restrictions:

Fee: No fee, however, businesses may have to pay all or part of cost of testing.

Length of Service: Varies.

Success Measured: Jobs created, tonnage of materials diverted from landfill, value added to economy, number of manufacturers converted to or increasing use of recyclables, number of clients served, product brought to market.

Other Resources: State environmental and economic development agencies, state university researchers, Massachusetts Manufacturing Partnership, ReTAP.

Comments:

Community Economic Development Assistance Corporation

Phone: 617-727-5944

Fax: 508-727-5990

E-Mail: cedac@cedac.org

Web Site:

Contact: Mr. Michael Gondek, Executive Director

**18 Tremont St, Suite 1020
Boston, MA 02108**

Agency Summary: CEDAC is a quasi-public agency that provides technical assistance to non-profit organizations for real estate development, especially housing, economic development, and child care. Funding comes from the federal government, state agencies, foundations and corporations.

Services Provided To: Non-profits who are undertaking real estate projects.

Requirements: Massachusetts not-for-profit businesses only. Need equity, financial statements, capacity, or access to capacity, in real estate development.

Assistance: Loans over \$2500, technical assessment, technical assistance and referrals.

Restrictions: Real estate related activities only.

Fee: Charge government contractors who ask them to provide services to clients.

Length of Service: Usually a long term relationship, over 1 year.

Success Measured: Dollars leveraged, especially federal money leveraged into the state; number of clients served; number of housing units created.

Other Resources:

Comments:

Department of Textile Sciences

***UMass Dartmouth College of Business &
Industry***

***Old Westport Road
Dartmouth, MA 02747***

Phone: 508-999-8199

Fax: 508-999-9139

E-Mail: klangley@umassd.edu

Web Site:

Contact: Dr. Kenneth Langley, Professor

Agency Summary: The Textile Sciences Department educates students who have the potential for leadership positions in industry. Research and outreach programs assist the regional textile and other fiber-based industries in areas such as technology development and recycling, including cutting, picking, and spinning of fiber/textiles. The Department is currently studying the properties of recycled fibers and their effect on the ability to make new products. Funding comes from the state university, grants, and contracts.

Services Provided To: Textile manufacturers, including start-ups, expansions, conversions.

Requirements: Product sample is helpful, source of funding to cover research.

Assistance: Primarily scientific/technological assistance such as: technical assessment, education and training, technology validation, product claim testing, manufacturing process assessment, research and development, recycled content product optimization; also can provide business training and business plan review.

Restrictions:

Fee: Sometimes grant assistance to companies; otherwise, client and faculty develop a proposal and fee structure.

Length of Service: 1 month to 3 years.

Success Measured: New technology/process developed.

Other Resources: University research facilities, testing labs, STEP program, sources of scrap materials, other faculty expertise, such as engineering.

Comments: The Department of Textile Sciences can promote manufacturer's use of scrap materials by researching secondary materials applications, educating businesses on the use of recycled feedstock, identifying scrap materials to use as feedstocks, identifying potential generators/users of scrap material, testing product claims, and product marketing for fibers and textiles.

Energy Analysis and Diagnostic Center

Mechanical & Industrial Engineering

Department

UMass Amherst

Amherst, MA 01003-2210

Phone: 413-545-2539

Fax: 413-545-1027

E-Mail: ambs@ecs.umass.edu

Web Site:

Contact: Dr. Larry Ambs, Director

Agency Summary: The Energy Analysis and Diagnostic Center at UMass Amherst is one of 30 Industrial Assessment Centers (IAC) sponsored by the U.S. Department of Energy through its Office of Industrial Programs. Its mission is to increase the competitiveness of manufacturing businesses through energy efficiency and waste reduction. Since its inception in 1984, the UMass IAC has assisted over 360 manufacturers, and has identified over 1900 recommendations with annual cost savings of \$12million per year and an average simple pay back of 1.2 years. Funding comes from the Federal Department of Energy. Companies' proprietary information is protected.

Services Provided To: Small and medium sized New England manufacturers with gross annual sales of \$75 million or less, paying between \$100,000 and \$1.75 million/year for energy, employing not more than 500 persons, and with no in-house energy expertise.

Requirements: Data on manufacturing operations and waste and energy use.

Assistance: The Energy Analysis and Diagnostic Center provides waste management, manufacturing process, and energy assessments. Manufacturers provide the Center with 18 months of energy and water bills, which will be analyzed. A team of faculty and graduate students will spend a day on site at the plant, identify areas of potential savings, and take measurements to help quantify savings. Manufacturers will then receive a detailed written report summarizing and justifying the Center's findings and recommendations.

Restrictions:

Fee: No fee.

Length of Service: 1 to 6 months.

Success Measured: Follow up interviews are conducted with clients to ascertain satisfaction.

Other Resources: University research facilities, STEP Program.

Comments: The Energy Analysis and Diagnostic Center can promote manufacturers' use of scrap materials through research on secondary materials applications, identifying potential generators and users of scrap materials, and identifying manufacturers to refer to appropriate agencies, and testing of product claims.

Environmental Business and Technology Center

UMass Boston College of Management
100 Morrissey Blvd.
Boston, MA 02125-3393

Phone: 617-287-7723 **Fax:** 617-287-7757
E-Mail: brah@umbsky.cc.umb.edu
Web Site:
Contact: Mr. William Brah, Director

Agency Summary: The Environmental Business and Technology Center is part of the Massachusetts State University system, providing a range of services aimed at helping innovative environmental technologies move from pre-commercial to commercial viability. Funding comes from the legislature through the STEP program.

Services Provided To: Environmental businesses-- start ups or expansions.

Requirements: Massachusetts businesses only, prefer they have business plan and existing technology.

Assistance: Provide business plan review, technology validation, product claim testing, technical assessment, and other technical and business information and referrals.

Restrictions:

Fee: Cost sharing required for technology demonstration/validation.

Length of Service: 6 months to 1 year.

Success Measured: By client's business becoming more competitive.

Other Resources: Private consultants, venture capitalists, banks, university research facilities, government testing labs, and other state agencies.

Comments: EBTC can promote manufacturer's use of scrap materials through referrals to appropriate agencies, and testing of product claims.

Environmental Business Council of New England

500 Victory Road

Marina Bay

North Quincy, MA 02169

Phone: 617-847-1731

Fax: 617-847-1759

E-Mail: ebc@ebc-ne.org

Web Site: <http://www.envirohelp.com>

Contact: Mr. Hunter Saklad, Project Manager

Agency Summary: The Environmental Business Council is a not-for-profit trade association of environmental and energy firms. Its mission is to advance the competitiveness and growth of the New England environmental industry. They help their members build partnerships in the marketplace to achieve a clean, productive and sustainable environment, and advocate for the environmental technology industry. EBC receives its funding from member dues and federal grants.

Services Provided To: Any environmental services business and providers of services to environmental businesses.

Requirements:

Assistance: Technical and financial assistance and referrals to members and others, education and training in environmental issues and entrepreneurial skills, technology validation, pursuit of public policy to help competitiveness of environmental business, representation with page on Web site.

Restrictions: Membership required for many services.

Fee: Membership dues ranging from \$250 to \$2,000 based on size of company and type of member; fees for programs.

Length of Service: 6 months to 1 year memberships.

Success Measured: By the number of jobs created, new technologies or processes developed, making a client's business more competitive, and the numbers of deals made and clients served.

Other Resources:

Comments: EBC can promote manufacturer's use of scrap materials by referring them to financing sources.

FACE (Fundamental Action to Conserve Energy)

**75 Day Street
Fitchburg, MA 01420**

Phone: 508-345-5385 **Fax:** 508-345-6918

E-Mail: facebill@facesave.org

Web Site:

Contact: Mr. William Stanwood, Executive Director

Agency Summary: FACE is a not-for-profit conservation education organization which works regionally, especially in Central Massachusetts, to promote grassroots improvements in energy and materials efficient use. FACE gets its funding from state and federal sources, as well as foundations.

Services Provided To: Generators of recyclables, recycling related and environmental businesses, public schools, manufacturers.

Requirements:

Assistance: FACE provides technical referrals, recycling program development assistance, environmental education, workshops and educational resources on construction and demolition debris recycling, and waste management assessments. FACE can offer initial guidance on processes and materials handling options and referrals to specialists in paper, plastics (PET, HDPE, PS), organics, and construction and demolition debris.

Restrictions: Focus on Central Mass.

Fee: \$40/hr plus expenses.

Length of Service: Varies.

Success Measured: Jobs created, recycling programs set up, materials diverted.

Other Resources: State environmental and regulatory agencies, sources of scrap materials.

Comments: FACE can promote manufacturer's use of scrap materials by referring businesses to appropriate agencies, educating businesses on use of recycled feedstocks, identifying scrap materials to use as feedstocks, and identifying potential generators and users of scrap material.

Massachusetts Alliance for Economic Development

**800 Boylston St, Suite 1700
Boston, MA 02199**

Phone: 617-247-7800 **Fax:** 617-424-3999

E-Mail: jkovacs@massecon.com

Web Site: <http://www.massecon.com>

Contact: Mr. John Kovacs, Economic Development
Coordinator

Agency Summary: The Massachusetts Alliance for Economic Development is a private, not-for-profit consortium of the state's electric and gas utilities, the Massachusetts Railroad Association, NYNEX, real estate trade associations, and the Massachusetts Office of Business Development. Founded by utility companies, the Alliance is dedicated to fostering economic development in Massachusetts through helping businesses find industrial sites and providing construction information. Funding comes from the publicly owned utility companies in Massachusetts.

Services Provided To: Industrial-based companies, warehouses, R&D companies, high tech, and distributors.

Requirements: Companies looking for industrial sites of at least 10,000 square feet in Massachusetts.

Assistance: The Alliance offers a Site Finder Service, with a database of over 2,000 industrial sites, designed to help companies match their real estate needs with appropriate industrial sites in Massachusetts. Individuals and companies which have or are looking for sites can contact the service. The Alliance also works through the Associated General Contractors of Massachusetts to provide construction information to businesses, including a Building Resources Kit, listing union and open shop wage rates, regional building cost data, and more. It also offers a complimentary Cost Estimating Service including material and labor costs, and information relating to permitting and environmental regulations.

Restrictions: None.

Fee: No fee.

Length of Service: Varies.

Success Measured: By the number of companies linked up with sites.

Other Resources:

Comments:

Massachusetts Business Development Corporation (MassBusiness)

Phone: 617-350-8877

Fax: 617-350-0052

E-Mail:

Web Site:

Contact: Ms. Carol Fleit, Vice President

**50 Milk Street
Boston, MA 02109**

Agency Summary: Massachusetts Business Development Corporation, commonly referred to as MassBusiness, is a private company in which many Massachusetts financial institutions pool their money to share the risks of helping promising companies expand. Since its creation in 1953, MassBusiness has been heralded as a national leader in small business and middle market lending and has invested over \$300 million in more than 2,000 companies throughout the Commonwealth of Massachusetts. MassBusiness also runs the Recycling Loan Fund, funded by the Department of Environmental Protection. The primary missions of MassBusiness are economic development and job creation.

Services Provided To: All businesses. MassBusiness loans are generally made to existing small and medium sized manufacturing companies which require a source of supplemental financing to meet growth needs. MassBusiness typically does not finance start-ups other than through the Recycling Loan Fund.

Requirements: Massachusetts business, business plan (if available), financial statements including projections, fixed asset appraisal, personal financial statements of owners.

Assistance: Information and referrals, loans ranging from \$250,000-\$1million for working capital, machinery and equipment purchases, the acquisition, renovation or construction of real estate, debt restructuring, and business acquisitions; Recycling Loan Fund loans range from \$50,000 to \$150,000.

Restrictions: The Recycling Loan Fund is restricted to businesses adding value to non-hazardous materials which would otherwise be disposed of through the solid waste system.

Fee: Varies.

Length of Service: Varies.

Success Measured: Jobs created, number of deals made, tons of materials diverted (for Recycling Loan Fund), dollars leveraged (for Recycling Loan Fund).

Other Resources: Private consultants, venture capitalists, banks, state environmental and economic development agencies.

Comments:

Massachusetts Community Development Finance Corporation

Phone: 617-482-9141

Fax: 617-482-7129

E-Mail:

Web Site:

Contact: Mr. Milton Benjamin, Jr., President

**10 Post Office Square # 1090
Boston, MA 02109**

Agency Summary: The CDFC is a quasi-public investment corporation that provides financing for small business and real estate projects throughout the Commonwealth's low and moderate income communities. CDFC structures its investments to encourage private financial institutions to participate. CDFC has a nine member board representing government, business, organized labor and CDC's. Mass CDFC gets its funding from the state legislature and other state sources. It's primary mission is economic development.

Services Provided To: Established businesses.

Requirements: Projects must meet CDFC's investment standards as well as assist in the creation of jobs, affordable housing, or development of the local business district. Business investments must be located in a community that has a Community Development Corporation (CDC) that meets Chapter 40F legal requirements.

Assistance: CDFC operates several funds and programs: the Venture Capital Fund provides debt and, occasionally, equity financing to established businesses to enable them to expand or retain employment for local residents; the Real Estate Fund offers flexible, short-to-medium term financing for CDC-developed residential, commercial and industrial real estate projects; the Minority and Women Contractor Bond Support Program provides technical and financial assistance to aid contractors in qualifying for surety bonding while establishing a relationship with a surety company, as well as providing letters of credit to eligible contractors; the Commonwealth Enterprise Fund, Inc (CEF), a Specialized Small Business Investment Company licensed by the U. S. Small Business Administration, provides capital for minority and disadvantaged businesses in Massachusetts in the form of equity or subordinated debt financing from \$100,000 to \$300,000; the Collateral and Technical Assistance Loan Program (CATA) provides technical assistance and working capital lines of credit to minority and women-owned businesses to assist them in completing contracts awarded to them under the HUD Demonstration Disposition Program; and the Urban Initiative Fund provides loans and technical assistance to strengthen minority owned business firms with less than \$500,000 in annual sales in targeted urban communities, and loans and grants to support minority non-profit organizations for a range of innovative economic development and human services projects.

Restrictions:

Fee: No fee.

Length of Service: The length of the loan term.

Success Measured: Growth in sales, successful loan repayment, jobs created.

Other Resources: Banks.

Comments:

Massachusetts Department of Environmental Protection

Bureau of Waste Prevention

One Winter Street

Boston, MA 02108

Phone: 617-292-5500

Fax: 617-556-1049

E-Mail: firstname.last name@state.ma.us

Web Site: <http://www.magnet.state.ma.us/dep>

Contact:

Agency Summary: The DEP is the state agency responsible for ensuring clean air and water, safe management and disposal of solid and hazardous wastes, timely cleanup of hazardous waste sites and spills, and preservation of wetlands and coastal resources. DEP is responsible for the major regulations governing solid waste recycling in Massachusetts-- 310 CMR 16 and 19-- and is the lead agency responsible for helping municipalities, businesses, and citizens reach the state's goal of recycling 46% of municipal solid waste by the year 2000. DEP and its parent agency, the Executive Office of Environmental Affairs, fund a number of programs managed by other agencies in this Guide, including the Recycling Loan Fund (MassBusiness), the Buy Recycled Business Alliance (CET & WasteCap), and the Environmentally Preferable Purchasing Program (Operational Services Division). DEP annually provides millions of dollars in financial assistance to the state's municipalities to support their collection programs, and owns the privately operated Springfield Materials Recycling Facility, which processes recyclable materials for 90+ western Massachusetts municipalities.

Services Provided To: Recycling businesses, municipalities, not-for-profits, citizens, state agencies.

Requirements:

Assistance: DEP can support businesses in two key ways: 1) assisting with permitting and regulatory issues through its Regional Service Centers: Western 413-784-1100 X 214; Central 508-792-7683; Northeast 617-932-7677; Southeast 508-946-2714; and 2) providing information & referrals about the state's recycling infrastructure, materials generated & recycled, and other relevant programs. For publications, call the Infoline (617-338-2255 or 1-800-462-0444); for general information on DEP's recycling programs, call John Crisley (617-556-1021); for more specific assistance, call Jeffrey Lissack (617-292-5583) or Greg Cooper (617-292-5988).

Restrictions:

Fee: No fee.

Length of Service:

Success Measured: Increases in the State's recycling rate.

Other Resources: State economic development & purchasing agencies, municipalities, STEP, Corp. for Business, Work, and Learning, public colleges & universities.

Comments: DEP can promote manufacturers' use of scrap materials by referring businesses to appropriate agencies, providing data on waste generation/disposal, educating businesses about recycled feedstocks, identifying potential generators & users of recyclables, and supporting technical research and services, financing, and product testing and procurement through funding of other agencies.

Massachusetts Development Finance Agency (MassDevelopment)

Phone: 617-451-2477

Fax: 617-451-3429

E-Mail:

Web Site: <http://www.masasdevelopment.com>

Contact: Ms. Liz Carney, Marketing Assistant

**75 Federal Street, Floor 10
Boston, MA 02110**

Agency Summary: MassDevelopment serves the communities of the Commonwealth as their state investment bank and real estate development agency through employing a variety of financing tools. Using predevelopment assistance funds, tax-exempt and taxable bonds and a variety of loan and guarantee programs, the Agency strengthens Massachusetts' diverse communities. MassDevelopment also provides concentrated financing and technical support to large-scale real estate development projects. Above all, MassDevelopment is committed to helping build communities, project by project and job by job. MassDevelopment is a quasi-public state agency and receives funding from the state legislature and user fees.

Services Provided To: Manufacturers, environmental enterprises, small to medium-sized businesses, health and elder care providers, educational and cultural institutions.

Requirements: Generally no start-ups, focus on Massachusetts businesses that create new jobs and have sales over \$100 million. Require business plan, equity, and financial statements.

Assistance: Predevelopment assistance, bond financing, loans and guarantees, large-scale development.

Restrictions: Project must have public purpose, create new jobs, and/or eliminate blight.

Fee: Application and commitment fees vary with type of application.

Length of Service: Varies according to the type of financing.

Success Measured: Jobs created, new technology/process developed, client's business made more competitive, dollars leveraged, number of clients served and deals made.

Other Resources: State environmental and regulatory agencies, private consultants, banks, bonds.

Comments:

Massachusetts Manufacturing Partnership

Corp. for Business, Work and Learning
101 Summer Street
Boston, MA 02110

Phone: 617-292-5100 **Fax:** 617-292-5105
E-Mail: bcadorette@mmp.bssc.org
Web Site: <http://www.mmpmfg.org>
Contact: Ms. Beverly Cadorette, Environmental
Manager

Agency Summary: MMP's mission is to improve the competitiveness of smaller manufacturing companies in the Commonwealth. MMP designs cost-effective, practical solutions that yield bottom-line results for companies and for the economy of Massachusetts. The Partnership develops projects that increase quality, streamline processes, strengthen employee performance, and enhance products to enable companies to operate better (increasing quality), faster (increasing productivity), cheaper (reducing costs), and cleaner (increasing pollution prevention opportunities). MMP is a public/private partnership between the Corporation for Business, Work, and Learning, the Commonwealth of Massachusetts, the Department of Commerce's National Institute of Standards and Technology, and the manufacturers of Massachusetts.

Services Provided To: Massachusetts small and medium sized manufacturers.

Requirements: Willingness to change.

Assistance: Information and referrals, business plan review, waste management assessment, business training, education, technology validation, product claim testing, manufacturing process assessment, technical assessment, research and development, equipment evaluation and testing, recycled content optimization.

Restrictions:

Fee: Fees are based on the type and duration of projects.

Length of Service: Varies a lot.

Success Measured: Bottom line results for companies, jobs created, new technologies or processes developed, client's business is more competitive, dollars leveraged, number of clients served, return on investment.

Other Resources: State environmental and economic development agencies, banks, private consultants, university research facilities, government testing labs, and other national manufacturing extension centers.

Comments: MMP can promote manufacturer's use of scrap materials through identifying and referring businesses to appropriate agencies, researching secondary materials applications, educating businesses on use of recycled feedstocks, identifying scrap materials for feedstocks, identifying potential users of scrap materials, testing of product claims, and product marketing. MMP has five regional offices who are independent not-for-profit entities that customize services for the industries specific to their regions: Manufacturing Partnership of Western Massachusetts, 413-747-7800; Central Massachusetts Manufacturing Partnership, 508-831-7020; Merrimack Valley Manufacturing Partnership, 508-459-6867; Greater Boston Manufacturing Partnership, 617-287-7630; and Southeastern Massachusetts Manufacturing Partnership, 508-824-3600.

Massachusetts Office of Business Development

***One Ashburton Place
Boston, MA 02108***

Phone: 617-727-3206 **Fax:** 617-727-8797

E-Mail: dlutes_mobd.state.ma.us

Web Site: <http://www.state.ma.us/mobd>

Contact: Mr. David Lutes, Environmental
Technologies Industry Specialist

Agency Summary: MOBD is the state's lead agency for business assistance and development. It provides a one stop shop for businesses planning to expand or locate in Massachusetts. MOBD acts as a liaison to other state and private resources. MOBD can provide information on tax incentives, finance options, and development programs available to businesses in the state. MOBD operates five regional offices: Boston, Southeastern MA/Cape Cod/Islands, Northeastern MA/North Shore, Worcester/North Central, and Greater Springfield/Berkshires. Funding comes from the state legislature and some limited federal grants.

Services Provided To: Start-ups, expansions located, or considering locating, in Massachusetts.

Requirements: Business plan, existing technology, Massachusetts business.

Assistance: Information and referrals; identification and assistance in obtaining funds for expansion, technical innovation, new manufacturing lines, and endeavors with public benefits; technology validation; manufacturing process assessment; business plan review; loans; one stop permitting for all construction related state permits; and training programs.

Restrictions:

Fee: No fee.

Length of Service: Varies a lot-- often work with a client to develop a project before offering further resources.

Success Measured: Jobs created, client's business made more competitive, number of clients served.

Other Resources: State environmental and economic development agencies; state university researchers, venture capitalists, Massachusetts Manufacturing Partnership.

Comments:

Massachusetts Office of International Trade and Investment

***100 Cambridge St, Suite 1302
Boston, MA 02202***

Phone: 617-367-1830 **Fax:** 617-227-3488

E-Mail: moiti@state.ma.us

Web Site: <http://www.magnet.state.ma.us.moiti/>

Contact:

Agency Summary: MOITI is a not-for-profit agency providing export promotion and assistance services to Massachusetts companies with overseas business interests. Funding comes from the State legislature.

Services Provided To: All businesses in Massachusetts.

Requirements: Must have an interest in exporting.

Assistance: Information and referrals, education and training, arrange participation in trade missions and shows, consulting and on-site visits, promote Massachusetts companies for foreign trade and partnerships, promote Massachusetts companies to foreign investors.

Restrictions: Massachusetts businesses only.

Fee: Consulting is free, however, fees are charged for seminars, trade missions and trade shows, depending on services provided.

Length of Service: Varies.

Success Measured: Export levels increased, jobs created.

Other Resources: Mass Export Center, Massport.

Comments:

Massachusetts Small Business Development Center

*University of Massachusetts State Office
205 School of Management
Amherst, MA 01002*

Phone: 413-545-6301 **Fax:** 413-545-1273
E-Mail: jciccarelli@umassp.edu
Web Site:
Contact: Mr. John Ciccarelli, State Director

Agency Summary: The MSBDC was created in 1980 to provide individual counseling, training and economic development activities that contribute to the improvement of the economic climate for small businesses in the Commonwealth of Massachusetts. The MSBDC's focus is on the maintenance of and creation of viable small businesses and the jobs the businesses create. The MSBDC's primary resource to accomplish this is a unique program of high quality individualized management assistance that draws on the resources of the academic community, federal, state and local government, and the private sector. The MSBDC network is a partnership of the U.S. Small Business Administration, the Commonwealth's Department of Economic Development, and a consortium of educational institutions led by the University of Massachusetts Amherst and including Boston College, Clark University, Salem State College, the University of Massachusetts Boston, and the University of Massachusetts Dartmouth.

Services Provided To: Massachusetts start-ups and existing small businesses.

Requirements: Massachusetts businesses only. Clients should have business plan and financial statements.

Assistance: Services are delivered statewide through a network of regional and specialty centers focusing on capital formation, minority business assistance, international trade and market analysis. The MSBDC provides one-to-one counseling, and also offers training programs and technical assessments.

Restrictions: Do not service not-for-profits; does not provide assistance with accounting procedures, financial packaging, writing business plans, primary marketing assistance, legal issues, or direct funding.

Fee: No charge for counseling; nominal fee for workshops/seminars.

Length of Service: Varies.

Success Measured: Jobs created, client's business more competitive, dollars leveraged, number of clients served.

Other Resources: Private consultants, venture capitalists, university research facilities, STEP program.

Comments: The MSBDC has three specialty centers in addition to its regional offices: the Minority Business Assistance Center at UMass Boston, 617-287-7750; Capital Formation Service at Boston College, 617-552-4091; and the International Trade Program at UMass Amherst, 413-545-6301 or in Boston, 617-478-4133.

Massachusetts Technology Development Corporation

Phone: 617-723-4920

Fax: 617-723-5983

E-Mail:

Web Site:

Contact: Mr. John Hodgman, President

*148 State St.
Boston, MA 02109*

Agency Summary: MTDC is a quasi-public state agency that provides venture capital to early stage technology companies in Massachusetts with products based upon proprietary technology. It also helps identify additional sources of venture capital. Its primary mission is economic development. Funds are generated from investment returns.

Services Provided To: Start-ups.

Requirements: Massachusetts businesses with emerging technologies that create new jobs; business plan; existing technology; completed working prototypes based on proprietary technology that are beginning to be introduced to beta sites.

Assistance: Information and referrals, business plan review, venture capital investments of \$100,000 to \$300,000 conditioned on private co-investment generally added on a 3:1 ratio.

Restrictions: Prospects need to have an exit plan to provide investment returns in 5 to 7 years.

Fee: Investment is made conditioned upon the purchase of equity in the company. MTDC will generally purchase 5-10% of the ownership and co-investors will purchase 25-35%.

Length of Service: 5 to 7 years or more.

Success Measured: By jobs created, dollars leveraged, and investment returns.

Other Resources: Venture capital, banks.

Comments:

MassRecycle, Inc. (The Massachusetts Recycling Coalition)

*25 West Street
Boston, MA 02111*

Phone: 617-338-0244 **Fax:** 617-338-8611
E-Mail: massrecy@aol.com
Web Site:
Contact: Ms. Dorothy Suput, Executive Director

Agency Summary: MassRecycle is a state-wide coalition of individuals, governments, industry, businesses, institutions and environmental groups dedicated to realizing the vital environmental, social, and economic benefits created by reducing, reusing, and recycling waste materials, and by increasing the utilization of recycled products. Funding comes from membership fees and donations, the state's Clean Environment Fund, and grants.

Services Provided To: Anyone, particularly members.

Requirements:

Assistance: MassRecycle publishes a newsletter which keeps members current on recycling activities in the state, and sponsors workshops on current topics and tours of recycling facilities. It also coordinates several councils, consisting of groups of individuals from common professional areas who work together on topics specific to their interests. MassRecycle also publishes a guide to municipal recycling programs and runs REAPS, a recycling and solid waste education program in public schools. Members of MassRecycle become joint members of the National Recycling Coalition, and receive discounts on leading recycling trade journals.

Restrictions:

Fee: Membership fees: \$30 individual, \$65 non-profit, \$100-225 businesses, \$100 trade associations, \$75 municipalities, \$10 senior citizens/students; additional fees may be charged for certain events.

Length of Service:

Success Measured:

Other Resources:

Comments:

Minority Business Assistance Center

UMass Boston College of Management
100 Morrissey Blvd.
Boston, MA 02202

Phone: 617-287-7750 **Fax:** 617-287-7767
E-Mail: turnerh@umbsky.cc.umb.edu
Web Site: <http://www.mgmt.umb.edu/>
Contact: Mr. Henry J. Turner

Agency Summary: The Minority Business Assistance Center is a specialty center of the Massachusetts Small Business Development Center Network. It promotes minority businesses in the Commonwealth and seeks to leverage resources for minority entrepreneurs. Its goals are to promote economic development and to increase the competitiveness of businesses. Funding comes from the state legislature and federal government.

Services Provided To: Anyone, although its particular expertise is in assisting minority entrepreneurs.

Requirements: Massachusetts for profit businesses only.

Assistance: MBAC welcomes opportunities to consult with businesses in the Commonwealth and to leverage resources for minority entrepreneurs. It offers technical assistance through one on one counseling as well as through workshops and seminars. MBAC provides brokering services to assist both procurement and EEO officials to find qualified minority vendors who can fill their contract needs, bid requirements, and/or company procurement goals.

Restrictions:

Fee: No charge for counseling; fees for workshops and training sessions.

Length of Service: Varies.

Success Measured: Jobs created, client's business more competitive, dollars leveraged, hours spent with client.

Other Resources: Private consultants, venture capitalists, banks, university research facilities, MSBDC network of counselors.

Comments: When accessing the Web site, go to Development Center.

National Environmental Technology for Waste Prevention Institute

*University of Massachusetts, Amherst
Blaisdell House
Amherst, MA 01003-0820*

Phone: 413-545-2842 **Fax:** 413-545-2304
E-Mail: neti@tei.umass.edu
Web Site: <http://riga.fnr.umass.edu/~tei/neti/>
Contact:

Agency Summary: NETI is an alliance between the university and industry to develop new techniques to reduce waste and prevent pollution. Through its research programs, NETI addresses problems that industry considers to be important and designs solutions for these problems. NETI provides research relating to developing new technologies or processes that lead to pollution prevention, either at the point of use, waste generation, or waste management prior to ultimate treatment and disposal. NETI is a partner in the Strategic Envirotechnology Partnership (STEP). Funding comes from the state legislature and sharing of research costs with industry.

Services Provided To: Manufacturers, through cooperative research projects.

Requirements: Innovative ideas.

Assistance: Research and development.

Restrictions: Research projects must be accomplished in collaboration with UMass Amherst faculty researchers. Projects are funded via a competitive process, reviewed by academic, industry, and state agency experts.

Fee: Cost sharing, direct or in-kind

Length of Service: Varies.

Success Measured: New technology or process developed; dollars leveraged; importance of research results to industry.

Other Resources: State environmental and regulatory agencies, university research facilities, STEP, industrial research labs.

Comments:

Northeast Recycling Council

*139 Main St, Suite 401
Brattleboro, VT 05301*

Phone: 802-254-3636 **Fax:** 802-254-5870
E-Mail: nerc@sover.net
Web Site: <http://www.nerc.org>
Contact: Mr. Edward Boisson, Director

Agency Summary: NERC's membership is composed of state recycling and solid waste directors and legislators from the ten Northeast states. Established in 1987 as an affiliate of the Council of State Governments' Eastern Regional Conference, NERC is a non-profit, non-partisan organization, created and supported by its member states. NERC's mission is to ensure the long-term viability of recycling in the Northeast while maximizing its full environmental and economic benefits. NERC works as a catalyst to mobilize groups which are critical to recycling's long-term success; conducts and sponsors research on regional recycling issues; and acts as an informational clearinghouse on regional recycling issues and state programs. NERC holds quarterly meetings of its members, and runs an annual Northeast Recycling Investment Forum, in which start-up and early stage recycling firms present their business plans before an audience of investors. NERC funding comes from membership fees as well as federal and other grants.

Services Provided To: State agencies, businesses involved in recycling.

Requirements: Services primarily to Northeast states. To be included in Investment Forum, need to have business plan, existing technology, and financial statements.

Assistance: NERC's Investment Forum is for recycling businesses who are looking to start-up or expand in the Northeast. Companies selected for the Forum also receive some business training by Price Waterhouse.

Restrictions: Projects involving the processing of waste materials for fuel or the combustion of waste materials for energy recovery purposes are excluded from the Investment Forum.

Fee: \$250 for Investment Forum; \$50 for NERC membership.

Length of Service: 6 mos-1 year.

Success Measured: Networking opportunities created, amount of investments, number of deals made, tons of materials diverted, and number of jobs created.

Other Resources: Individual investors and corporate venture capital firms, state and federal recycling and economic development officials, investment intermediaries, banks.

Comments: NERC can best be of use to recycling businesses through its Investment Forum, and its newsletter keeping members up to date on NERC activities and Northeast state recycling initiatives.

Office of Technical Assistance for Toxics Use Reduction

Executive Office of Environmental Affairs
100 Cambridge St
Boston, MA 02202

Phone: 617-727-3260 **Fax:** 617-727-3827
E-Mail: bkelley_eoea@state.ma.us
Web Site:
Contact: Ms. Barbara Kelley, Director

Agency Summary: OTA is a state agency providing confidential, non-regulatory technical assistance to Massachusetts businesses to help reach the state's goal of 50% reduction in the generation of hazardous by-products; protect worker and public health and safety; and increase the competitiveness of Massachusetts businesses. Funding comes from the state through fees paid by industry under the Toxics Use Reduction Act.

Services Provided To: Start-ups, expansions, manufacturers, institutions, public agencies, small businesses.

Requirements: Massachusetts businesses and institutions only, and a willingness to work with OTA and to seriously consider their pollution prevention recommendations.

Assistance: OTA's mission is to work with businesses using certain hazardous chemicals, however, they may provide information on other materials or chemicals in the process of providing assistance. OTA has regional teams of engineers and scientists who provide confidential, on site technical assistance to reduce the use or emissions of toxic materials; provide information about state and federal environmental laws; assess manufacturing processes; hold workshops and conferences; and help with financial planning associated with recommendations. Start-ups and expansions can consult with OTA on a technology or process before changes are actually made.

Restrictions:

Fee: No fee.

Length of Service: Depends on client needs.

Success Measured: Reduction in chemical use, new technology or process developed, client's business more competitive, number of clients served, reduction in waste generated, increase in productivity/quality.

Other Resources: State environmental agencies, university research facilities, private consultants, STEP program.

Comments: OTA can promote manufacturer's use of scrap materials by identifying businesses who can benefit from utilizing recyclable materials.

Operational Services Division

Commonwealth of Massachusetts
One Ashburton Place, 10th Floor
Boston, MA 02108

Phone: 617-727-750 x 351 **Fax:** 617-727-4527
E-Mail: efriedman@state.ma.us
Web Site: <http://www.comm-pass.com>
Contact: Mr. Eric Friedman, Environmental
Purchasing Coordinator

Agency Summary: The Operational Services Division (OSD) is the government purchasing office for the Commonwealth of Massachusetts. The Environmental Purchasing Coordinator and the Environmental Purchasing Trainer promote the use of environmentally preferable products (EPPs) by state agencies, authorities, municipalities, and other political subdivisions through product research, specification writing, and education and outreach. Vendors are kept apprised of purchasing opportunities through a web site. The Division provides market information on state purchases, and promotes the use of EPPs by considering them within the criteria of a "best value" procurement. Funding for OSD's environmental purchasing program is provided by the Executive Office of Environmental Affairs and the Department of Environmental Protection.

Services Provided To: Businesses with EPPs they would like to sell to the State.

Requirements: Product sample and/or detailed specifications and/or references for EPPs. OSD needs to be assured of a product's quality, performance, and availability prior to recommending its purchase.

Assistance: Pilot product testing, information on existing state programs, advice on possible state markets, hosts an annual EPP vendor fair and conference.

Restrictions:

Fee: No fee.

Length of Service: Varies.

Success Measured: By the number and dollar amount of recycled and environmentally preferable products purchased; increases in product purchases within certain categories; new product purchases.

Other Resources: State environmental and regulatory agencies, state and municipal purchasers, collective purchasing agencies.

Comments: The Operational Services Division can promote the use of scrap materials by manufacturers by identifying possible markets and uses in the State for recycled products.

Plastics Engineering Department

***UMass Lowell
One University Ave.
Lowell, MA 01854***

Phone: 508-934-3418 **Fax:** 508-458-4141

E-Mail:

Web Site:

Contact: Dr. Robert Malloy, Professor

Agency Summary: A University based research center that provides technical assistance in materials and process development for recycled plastics. The Department receives its funding from membership fees and research sponsors.

Services Provided To: Manufacturers who utilize, or would like to utilize, recyclable plastic feedstocks.

Requirements: Business plan, existing technology, financial viability.

Assistance: Education and training in use of recyclable plastic, research and development on secondary materials applications, and identification of feedstock. The Department works with all kinds of plastic resins. Services are provided at the university.

Restrictions: Work only with recycled plastics; prefer to do projects over \$2,000 in size.

Fee: Based on time, equipment.

Length of Service: Varies.

Success Measured: New technology or process developed.

Other Resources:

Comments:

Service Corps of Retired Executives (SCORE)

Boston Chapter

10 Causeway Street, Room 265

Boston, MA 02222

Phone: 617-565-5591

Fax: 617-565-5598

E-Mail:

Web Site:

Contact: Mr. Frank Stevens, Director

Agency Summary: SCORE is the nation's largest volunteer business counseling service. It is comprised of retired men and women who have had successful business or professional careers. SCORE has six chapters in addition to the Boston chapter (see below) and 38 counseling locations throughout the state.

Services Provided To: New and existing small businesses.

Requirements:

Assistance: Advice and counselling in such areas as business planning, loan applications, marketing, advertising, bookkeeping, sales promotion, international trade, technical help, franchising, etc. SCORE also has a library, video tapes, and computers to access business services on the internet. Services are provided on a confidential basis. Pre-business workshops are available for individuals planning to start their own business.

Restrictions:

Fee: No fee for services; \$25 for pre-business workshop.

Length of Service:

Success Measured:

Other Resources:

Comments: Other SCORE Chapters in Massachusetts (call for hours): SE Mass (Brockton) 508-587-2673; Bristol/Plymouth Counties (Fall River) 508-676-8226; Northeastern Mass (Danvers) 508-777-2200; Springfield 413-785-0314; Cape Cod (Hyannis) 508-775-4884; Worcester, 508-753-2924.

State Office of Minority and Women Business Assistance

Phone: 617-727-8692

Fax: 617-727-5915

E-Mail: somwba@state.ma.us

**100 Cambridge Street, 13th Floor, Room 1305
Boston, MA 02202**

Web Site: <http://www.magnet.state.ma.us/somwba/home/htm>

Contact: Ms. France A. Lopez, Executive Director

Agency Summary: The State Office of Minority and Women Business Assistance is part of the State's Department of Economic Development. Its mission is to foster and support the development and growth of minority and women business enterprises and nonprofit organizations by facilitating their participation in the mainstream of the state's economy through increased access to business and economic development opportunities.

Services Provided To: Minority and women owned and controlled firms and minority and women controlled nonprofit organizations throughout the Commonwealth.

Requirements: Attendance at a pre-certification workshop and completed application.

Assistance: The SOMWBA certifies businesses as minority, woman, or minority-woman owned and controlled. SOMWBA certification is utilized throughout the Executive Branch of the Commonwealth to comply with affirmative purchasing goals. SOMWBA also provides federal transportation agency certification. SOMWBA offers monthly pre-certification workshops, publishes directories of certified firms and minority nonprofits as well as a newsletter, and provides one-on-one technical assistance referrals for constituents. SOMWBA also advises companies and government entities to enhance access and business opportunities for minority and women owned and operated firms.

Restrictions: Minority and women owned and controlled firms, and minority and women controlled nonprofit organizations.

Fee: No fee.

Length of Service:

Success Measured:

Other Resources: State Executive Branch agencies.

Comments: The State Office of Minority and Women Business Assistance can help manufacturers who use recyclables by certifying those that are minority owned and controlled for doing business in the state, and by advising them on increasing business opportunities for women and minorities.

Strategic Envirotechnology Partnership (STEP)

*c/o Mass Office of Business Development
One Ashburton Place, Room 2101
Boston, MA 02108*

Phone: 617-727-3206 **Fax:** 617-727-8797
E-Mail: dlutes_mobd.state.ma.us
Web Site:
Contact: Mr. David Lutes, Environmental
Technologies Industry Specialist

Agency Summary: The STEP Program is a joint effort of the Massachusetts Department of Economic Development, the Executive Office of Environmental Affairs, and the University of Massachusetts. STEP's purpose is to launch Massachusetts as a national leader in promoting the growth of innovative environmental and energy efficient technologies.

Services Provided To: Any company with an innovative environmental technology.

Requirements: Technology, business plan.

Assistance: Independent technology assessment, expedited permitting and guidance, technology demonstration, possible state procurement of technology, technology transfer.

Restrictions:

Fee: No fee for initial assessment; potential for in-kind or shared costs for further work.

Length of Service: Minimum 3 months.

Success Measured: New technology implemented, jobs created, number of clients.

Other Resources: State environmental and economic development agencies, state university researchers, state purchasing officials, environmental agencies in other states.

Comments: The Chelsea Center for Recycling and Economic Development is the STEP partner working with non-hazardous recycling technologies. Businesses with recycling technologies who are interested in STEP services should first contact the Chelsea Center (see p. 12).

Technology Capital Network, Inc.

**290 Main Street, Lower Level
Cambridge, MA 02142**

Phone: 617-253-2337

Fax: 617-258-7395

E-Mail: tcnmit@mindspring.com

Web Site:

Contact: Ms. Betty Kadis, Interim Executive Director

Agency Summary: TCN is a not-for-profit organization providing technical and financial assistance and referrals for the purposes of economic and technology development. The TCN computer matching service and venture forums provide investors and entrepreneurs with a confidential and cost-effective method for financing alternative sources of capital and discovering early stage or high growth companies. Funding comes from member fees and sponsors.

Services Provided To: Start-ups, expansions, environmental businesses, high-tech manufacturers, and biotechnology and medical companies.

Requirements: Business plan and financial statements; must go through application process.

Assistance: Information and referrals, education and training, funding through list of investors.

Restrictions: Don't work with service providers.

Fee: One year registration fee: \$300 for entrepreneur, \$350 for private investors; \$700 for professional investors.

Length of Service: Membership is one year, with option to renew.

Success Measured: By number of deals made.

Other Resources:

Comments:

Technology Transfer Institute

UMass Lowell, Toxics Use Reduction Institute
One University Ave.
Lowell, MA 01854

Phone: 508-934-3346 **Fax:** 508-934-3050
E-Mail: clarkjan@turi.org
Web Site: <http://www.turi.org/~turi/>
Contact: Ms. Janet Clark, Director

Agency Summary: The Technology Transfer Institute at the Massachusetts Toxics Use Reduction Institute is a research library and clearinghouse for information about toxics use reduction and pollution prevention. Its primary missions are environmental education and technology development. Located at UMass Lowell, the Institute is a resource for Massachusetts industry, government, municipalities, citizens and university students, faculty, and staff. The Institute has a collection of more than 15,000 books, conference proceedings, and technical papers on topics such as pollution prevention and environmental management, as well as toxic chemicals and alternatives; a number of computerized databases are housed there as well. The Institute maintains links to other regional and national pollution prevention programs, and offers a subscription service providing quarterly mailings of selected information to members. The Institute can respond to information requests through telephone, mail or fax. Institute funding comes from the state legislature and federal government.

Services Provided To: Businesses.

Requirements: Massachusetts based businesses only.

Assistance: The Center provides information and referrals.

Restrictions:

Fee: No fee.

Length of Service: Varies.

Success Measured: Number of clients served; new technology/process developed, client's business made more competitive.

Other Resources: State environmental agencies, university research facilities, Massachusetts Manufacturing Partnership.

Comments:

The Trust

Corp. for Business, Work, and Learning
529 Main Street, Suite 400
Boston, MA 02129

Phone: 617-727-8158 **Fax:** 617-242-3072
E-Mail:
Web Site:
Contact: Mr. Robert Baker, Director

Agency Summary: The Corporation for Business, Work, and Learning is a quasi-public agency working in the areas of economic development, workforce development, job creation, and increasing the competitiveness of business. Funding comes from the state legislature and federal governments, other state programs, private organizations, and foundations/grants.

Services Provided To: Small and medium sized manufacturing or value-added businesses.

Requirements: Business plan, equity, existing technology, financial statements. If a company does not have these, the Trust will work with them to pull together the information that would be in a business plan so they can assess their market, position and projections to evaluate risk.

Assistance: Information and referrals, business plan review, loans ranging from \$50,000-\$350,000, strategic marketing and business consulting, and education and training.

Restrictions: Loans are for equipment and working capital or energy efficiency and/or environmental improvement projects. The Trust will work only with small to medium sized (under 500 employees) Massachusetts businesses that are financially viable, and create or retain jobs. The Trust does not assist with the R&D stage of a start up; the company must be ready to start operations. Technical assistance project funding is available in limited cases. The trust does not help companies who offer minimum wage without benefits to employees.

Fee: Varies; maximum 3%.

Length of Service: Up to 4 years, but work with them as long as is needed.

Success Measured: Jobs created or retained, client's business more competitive, number of deals made, dollars leveraged, number of clients served, loans paid back in full.

Other Resources: State environmental and economic development agencies, venture capitalists, banks, STEP.

Comments: The Trust can help manufacturers define new markets for their products and possibly connect them with potential customers. Networking opportunities are presented to clients as well as leading them to resources that can help them.

United States Department of Agriculture

Rural Development Division

451 West Street

Amherst, MA 01002

Phone: 413-253-4320

Fax: 413-253-4347

E-Mail:

Web Site:

Contact: Ms. Leona Lavalle, Community and
Business Program Director

Agency Summary: The USDA is a federal agency that provides grants, loans, and referrals for rural financial development. Funding comes from the federal government.

Services Provided To: Start-ups (cities and towns only), expansions, manufacturers, not-for-profit corporations and educational institutions.

Requirements: Rural areas only, need business plan, proof of legal existence, and legal authority to apply.

Assistance: Information and referrals; business plan review; loans over \$10 million for water and waste disposal, community facilities, and business and industry; grants under \$150,000 for solid waste management and rural business enterprise.

Restrictions: Grants are not for individuals or for profit corporations, clients screened by population and median household income of service area, no line of credit financing.

Fee: No.

Length of Service: Varies: 6 mos to 40 years.

Success Measured: Jobs created, recycling program set up, new technology or process developed, dollars leveraged, clients served, need filled.

Other Resources: State environmental and regulatory agencies, banks, bonds.

Comments:

United States Environmental Protection Agency, New England Regional Office

Office of Assistance and Pollution Prevention
JFK Federal Building (SPP)
Boston, MA 02203

Phone: 617-565-3165 **Fax:** 617-565-4939
E-Mail: greene-cynthia@epamail.gov
Web Site:
Contact: Ms. Cynthia Greene, Pollution Prevention
Specialist

Agency Summary: The Office of Assistance and Pollution Prevention is in the regional New England office of the Federal EPA. It refers governments and individuals to appropriate agencies and resources related to recycling and pollution prevention, and serves as a clearinghouse for information on solid waste generation, recycling, source reduction, and integrated waste management, as well as related federal loan and grant programs. Funding is from the federal government.

Services Provided To: Anyone interested in information about recycling and integrated waste management.

Requirements:

Assistance: EPA provides information and referrals, and education and training about recycling.

Restrictions:

Fee: No fee.

Length of Service: Varies.

Success Measured: Tons of material diverted, jobs created, reduction in waste generation rate, and dollars leveraged.

Other Resources:

Comments: EPA Office of Assistance and Pollution Prevention promotes manufacturer's use of scrap materials through information and referrals in recycling and financing, research on secondary materials applications, and educating businesses on the use of recycled feedstocks.

United States Environmental Protection Agency, Research Library For RCRA

New England Region

JFK Federal Building (SPP)

Boston, MA 02203

Phone: 617-565-3282

Fax: 617-565-4939

E-Mail: friedman.fred@epamail.epa.gov

Web Site:

Contact: Dr. Fred Friedman

Agency Summary: The Research Library is part of the Federal Environmental Protection Agency, Region 1, New England, and is operated by a private contractor. According to the Wall Street Journal, they are "infomaniacs"-- providing all sorts of information assistance relating to the Resource Conservation and Recovery Act, such as technical information and referrals, financial referrals, and recycling program assistance. The Library has a data base of non-EPA loans and grants from foundations and others for financing. (Businesses are generally not eligible for grants). The Library gets its funding from the federal government.

Services Provided To: Start-ups, expansions, waste management businesses, remanufacturers, generators of recyclables, recycling related businesses, regulators. Research Library principal clients are US EPA, New England states and city governments, and the public.

Requirements: A specific question.

Assistance: Information or research relating to: the Resource Conservation and Recovery Act (RCRA), referrals to sources of financing/grants, waste management assessment, education and training in conducting research in waste management, technical assessment of non-hazardous subjects, general (not-specific) market research and product recycling research. Documents delivered, but only 50 pages of copying performed.

Restrictions: New England, prefer businesses and government-- not consultants.

Fee: No fee.

Length of Service: Under 8 hours.

Success Measured: Number and amount of grants connections made; quality of information and services provided based on feedback from customers; numbers of clients served, deals made, tons of material diverted, and jobs created.

Other Resources: University research facilities and other sources of research information.

Comments: The Research Library for RCRA can promote the use of scrap materials by manufacturers through research on secondary materials applications, educating businesses on use of recycled feedstock, identifying potential generators/users of scrap materials, and providing financing referrals. The Research Librarian will teach you how to do your own research where possible.

*United States Environmental Protection Agency-- Center for Environmental
Industry and Technology*

***New England Regional Office
JFK Federal Building (SPP)
Boston, MA 02203***

Phone: 800-575-CEIT **Fax:** 617-565-4939
E-Mail:
Web Site: <http://www.epa.gov/region01/steward.ceit>
Contact: Mr. Jim Cabot, Ms. Carol Kilbride, Directors

Agency Summary: The CEIT was developed in coordination with representatives from industry to promote New England's environmental technologies and environmental industry. Its purpose is to implement President Clinton's Environmental Technology Initiative, which was designed to spur the development and use of environmental technologies to protect the environment and enhance the competitiveness of the US environmental technology industry. It addresses the needs of the environmental industry by improving the ability of the industry to gain access to state and federal programs, increasing access to technology demonstration sites and testing evaluation, increasing access to capital, bringing down regulatory and institutional barriers facing the environmental industry, and marketing environmental products and innovative technologies both here and abroad. CEIT acts as a catalyst for bringing new environmental technologies to the marketplace and addressing the concerns of New England's envirotech industry. The primary missions of CEIT are environmental education, regulation, and protection; technology development; increasing the competitiveness of business; economic development; and job creation. Funding comes from the federal government.

Services Provided To: Start-ups, expansions in the enviro-tech industry.

Requirements: Must be enviro-tech industry; it is helpful if clients have a business plan, financial statements, existing technology, equity.

Assistance: Technical and financial referrals, assistance with permitting and in developing recycling technologies, business plan review, education and training, and technology validation.

Restrictions:

Fee: No fee.

Length of Service: 6 months to 1 year, but varies a lot.

Success Measured: By the development of new enviro-technologies or processes, and the number of clients served.

Other Resources: University research facilities and government testing labs.

Comments:

United States Export Assistance Center

World Trade Center

*164 Northern Avenue, Suite 307
Boston, MA 02210*

Phone: 617-424-5990

Fax: 617-424-5592

E-Mail:

Web Site:

Contact: Mr. John Joyce, International Trade Officer

Agency Summary: This one-stop shop combines the trade promotion and export finance resources of the Small Business Administration and the United States Department of Commerce.

Services Provided To: Any US company which is exporting a product or service from the United States.

Requirements: The financial assistance from the Small Business Administration (SBA) is available to "small" businesses. This determination varies by industry, but the rule of thumb for manufacturers is less than 500 employees, and for service industries it is less than \$5 million annual revenues.

Assistance: The US Export Assistance Center is staffed by Trade specialists who are part of a worldwide network of commercial offices at the US Embassies and Consulates. Export marketing assistance is available to get market research specific to particular products and country markets. There are also services to locate distributors or agents in foreign markets and to have personalized services to assist you when you visit a foreign country on business. The export finance program of the SBA offers a 90% government guaranty to your bank on loans for export sales, with a maximum guaranty limit of \$750,000 per business. This finances contracts, letters of credit and foreign accounts receivable. The program is usually in the form of a line of credit. Advances are made against orders and based on the cost of filling the order or as an asset-based line with advances based on a formula of the value of export inventory and accounts receivable. Companies which do not meet the size standards of SBA or have export financing needs that exceed SBA's guaranty limit can utilize a similar program through the Export-Import Bank of the United States.

Restrictions: Loan proceeds are restricted to filling export orders.

Fee: Fees for marketing services vary by service from \$10 for a listing of foreign distributors to \$250 for a distributor search in an overseas market. Personalized services overseas for meetings, interpreters, office facilities, etc., vary by country. The fee for the SBA loan guaranty is .25% of the amount guaranteed.

Length of Service: Indefinite, many clients work with the Export Assistance Center for years.

Success Measured: Export sales.

Other Resources: The Export-Import Bank of the United States, from its New York office, which services New England. The Export-Import Bank offers export financing as well as foreign credit insurance on foreign accounts receivable.

Comments: The US Export Assistance Center is located in the World Trade Center adjacent to the Massachusetts Export Center and Massport's Trade Office.

WasteCap of Massachusetts

**376 Boylston St
Boston, MA 02116**

Phone: 617-236-7715 **Fax:** 617-236-7141

E-Mail: wastecap@aol.com

Web Site:

Contact: Ms. Emily Hess, Executive Director

Agency Summary: WasteCap is a not-for-profit organization that assists businesses in developing programs to reduce and recycle their wastes and buying recycled products, and promotes their efforts. WasteCap gets its funding from state and federal grants and contracts, as well as contributions from businesses. WasteCap publishes the Recycling Services Directory, listing vendors who accept, collect, or purchase recyclables from Massachusetts communities and businesses, as well as an annual report, "Business and Recycling in Massachusetts," which includes many case studies of businesses who recycle and/or utilize recyclable materials.

Services Provided To: Any Massachusetts business.

Requirements: Massachusetts businesses with a commitment to setting up recycling programs.

Assistance: Information and referrals, education and training, waste management assessment, manufacturing process assessment as it relates to waste generation, technical assessment.

Restrictions:

Fee: No fee.

Length of Service: Varies.

Success Measured: By number of recycling programs set up, tons of materials diverted, number of clients served, and results for client.

Other Resources: Industry volunteers.

Comments: WasteCap can promote manufacturer's use of scrap materials through referrals to appropriate agencies, through its Buy Recycled Activities, and through highlighting manufacturers efforts in its publications.

Working Capital

**99 Bishop Allen Drive
Cambridge, MA 02139**

Phone: 617-576-8620 **Fax:** 617-576-8623

E-Mail: wcapmgelb@aol.com

Web Site:

Contact: Ms. Marcy Goldstein-Gelb, Massachusetts
Director

Agency Summary: Working Capital, founded in 1990, increases the economic success of self-employed individuals and their communities by providing loans, business education, and networking to entrepreneurs with limited resources. Working Capital's loans begin at \$500 and increase in steps to \$5,000. Borrowers also benefit from regular reporting to Dun & Bradstreet as well as consumer credit bureaus. Working Capital has a Nothing to Waste initiative which specifically incorporates pollution prevention strategies into businesses. Working Capital is a not-for-profit organization whose funding comes from the federal government, membership fees, and foundations.

Services Provided To: Start-ups, very small scale (micro) businesses in targeted communities in Massachusetts

Requirements:

Assistance: Business training, loans from \$500-\$5,000, and peer training and support are provided. Within communities that offer Working Capital, 6-10 small business owners form a Loan Group that meets regularly to write, review and approve (or disapprove) each other's loan application. The Loan Group also serves as a network for ideas, advice, and contacts. Group development training and business management education are facilitated by an organizer in the community known as a Working Capital Enterprise Agent. Enterprise Agents are trained by the Working Capital National Office.

Restrictions: Targeted to specific low income communities.

Fee: Varies from community to community.

Length of Service: Groups can be together for as long as they need to be.

Success Measured: Business success and community impact.

Other Resources:

Comments:

OTHER RECYCLING CONTACTS

There are hundreds of trade associations and organizations representing virtually every material, type of product and interest in the recycling field. Below are a few of them. For a more comprehensive list, contact the Chelsea Center, or order the *Directory of Key Recycling Contacts* (see Publications). These associations generally publish information about their respective materials, publish newsletters, can provide information about such things as markets and emerging technologies in their fields, and in some cases provide funds for testing new technologies.

Compost

The Composting Council
114 South Pitt Street
Alexandria, VA. 22314
703-739-2401/fax 703-739-2407

Construction and Demolition Debris
National Association of Home Builders
1201 15th Street, NW
Washington, DC 20005
202-822-0200/fax 202-822-0559

Glass

Glass Packaging Institute
1627 K Street, NW, Suite 800
Washington, DC 20006
202-887-4850/fax: 202-785-5377

Metals

Aluminum Association
900 19th Street, W, Suite 300
Washington, DC 20006
202-862-5100/fax: 202-862-5164

Steel Recycling Institute
Northeastern Regional Office
1740 Massachusetts Ave
Boxborough, MA 01719
508-266-1847/fax: 508-266-1849

Paper

American Forest & Paper Association
1111 19th Street, NW
Washington, DC 20036
800-878-8878/fax: 202-463-2785

Technical Association of the Pulp and Paper Industry
PO Box 105113
Atlanta, GA 31348
404-446-1400/fax: 404-446-6947

Plastics

American Plastics Council
1275 K Street, NW, Suite 400
Washington, DC 200050
202-371-5319/fax: 202-408-0736

Association of Post Consumer Plastics Recyclers
1040 Broad Street, Suite 302
Shrewsbury, NJ 07702
908-542-7300/fax: 908-542-9344

National Association for Plastic Container Recycling
100 N. Tryon Street, Suite 3770
Charlotte, NC 28202
704-358-8882/fax: 702-358-8769

Textiles

Council for Textile Recycling, and the Secondary Materials and Recycled Textiles Association
7910 Woodmont Avenue, Suite 1212
Bethesda, MD 20814
301-656-1077/fax: 301-656-1079

Tires

Scrap Tire Management Council
1400 K Street, NW, Suite 900
Washington, DC 20005
202-682-4882/202-682-4854

Other

National Recycling Coalition
1727 Kind Street, Suite 105
Alexandria, VA 22314
703-683-9025/fax: 703-683-9026

ReTAP-- Recycling Technology Assistance Partnership
2001 6th Avenue, Suite 2700
Seattle, WA 98121
206-464-7051/fax: 206-464-6902

SELECTED PUBLICATIONS

Recycling Trade Journals and Magazines

BioCycle

419 State Street

Emmaus, PA 18049

215-967-4135

Modern Plastics

1221 Sixth Avenue

New York, NY 10020

212-512-6242/fax: 212-512-6111

The Phoenix

Institute of Scrap Recycling Industries, Inc.

1325 G. Street, NW, Suite 1000

Washington, DC 20005

202-737-1770/fax: 202-626-0900

Resource Recycling Magazine

P.O. Box 10540

Portland, OR 97210

503-227-1319/fax: 503-227-6135

Resource Recycling also publishes Plastics Recycling Update, and Bottle/Can Recycling Update

Recycling Times

4301 Connecticut Ave, NW, Suite 300

Washington, DC 20008

202-244-4700/fax: 202-966-4868

Recycling Today

4012 Bridge Avenue

Cleveland, OH 44113

800-456-0707/fax: 216-961-0364

Scrap Tire News

P.O. Box 714

Suffield, CT 06078

203-668-5422/fax: 203-668-5651

Waste News

1725 Merriman Road, Suite 300

Akron, OH 44313

216-836-9180/fax: 216-836-7409

Other Resource Guides

Directory of Key Recycling Contacts

Resource Recycling, Inc.

PO Box 10540

Portland, OR 97210

503-227-1319/fax; 202-227-6135

A comprehensive guide to national and international recycling contacts, trade associations, publications, etc.

Directory of On-line Resources in Recycling and Composting

Resource Recycling, Inc.

PO Box 10540

Portland, OR 97210

503-227-1319/fax; 202-227-6135

A Financing Guide for Recycling Businesses:

Investment Forums, Meetings and Networks

EPA 530-R-96-012, September, 1996

US Environmental Protection Agency

This, and other EPA publications can be ordered through the RCRA hotline, 800-424-9346 or 703-412-9810. You must have the publication number. EPA publications which are out of print can be ordered through the National Technical Information Service at 703-487-4630/50.

The Institute for Local Self Reliance

2425 18th Street, NW

Washington, DC 20009

202-232-4108/fax: 202-332-0463

The Institute publishes many documents on recycling and economic development

The Official Recycled Products Guide

Recycling Data Management Corp.

P.O. Box 577

Ogdensburg, NY 13669

800-267-0707



**CHELSEA CENTER FOR RECYCLING
AND ECONOMIC DEVELOPMENT**

**180 SECOND STREET
CHELSEA, MASSACHUSETTS 02150
TEL: (617) 887-2300 • FAX: (617) 887-0399**

AFFILIATED WITH THE UNIVERSITY OF MASSACHUSETTS AT LOWELL

A NATIONAL RECYCLING TECHNOLOGY ASSISTANCE PARTNER

COVER PRINTED ON RECYCLED PAPER MANUFACTURED IN MASSACHUSETTS 